



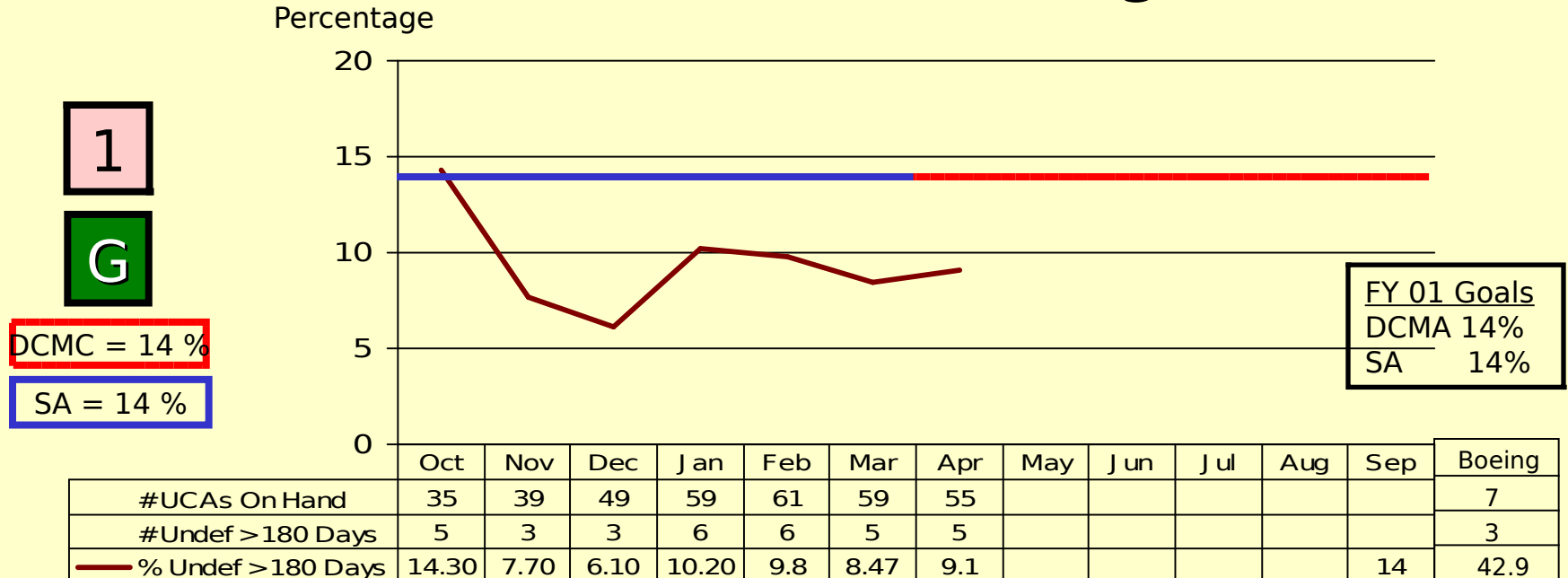
DCM Santa Ana Pricing and Negotiation Conference UCA Pricing

***Carlene Cooks
7 June 2000***

- ◆ **Performance Goal Description:**
 - ◆ **Achieve an on-time definitized contract action rate of 86% and an overage undefinitized contract action rate of 14%.**
- ◆ **FY00 Goal/Target:**
 - ◆ **86% negotiated on-time**
 - ◆ **14% overage rate**
- ◆ **FY00 Second Qtr Results:**
 - ◆ **56% negotiated on-time**
 - ◆ **8% overage rate**
- ◆ **Rating: Red**
- ◆ **Reason (on-time) Goal not Obtained:**
 - ◆ **Late receipt of reparables and additional funding**

Santa Ana UCA Pricing

DCM Santa Ana Overage UCAs



Baseline : FY99 = 12.1% (Baseline is FY99 Annual average.) Note: To determine if UCA is overage, subtract the date the UCA was issued from the date of the last day of the period. If the result is more than 180, the UCA is overage)

Performance Plan 2.1.3 : Achieve an overage undefinitized contract action rate of 14%.

Metric 2.2.2.1 : The percent of UCAs on-hand at the CAO at the end of the period that is overage

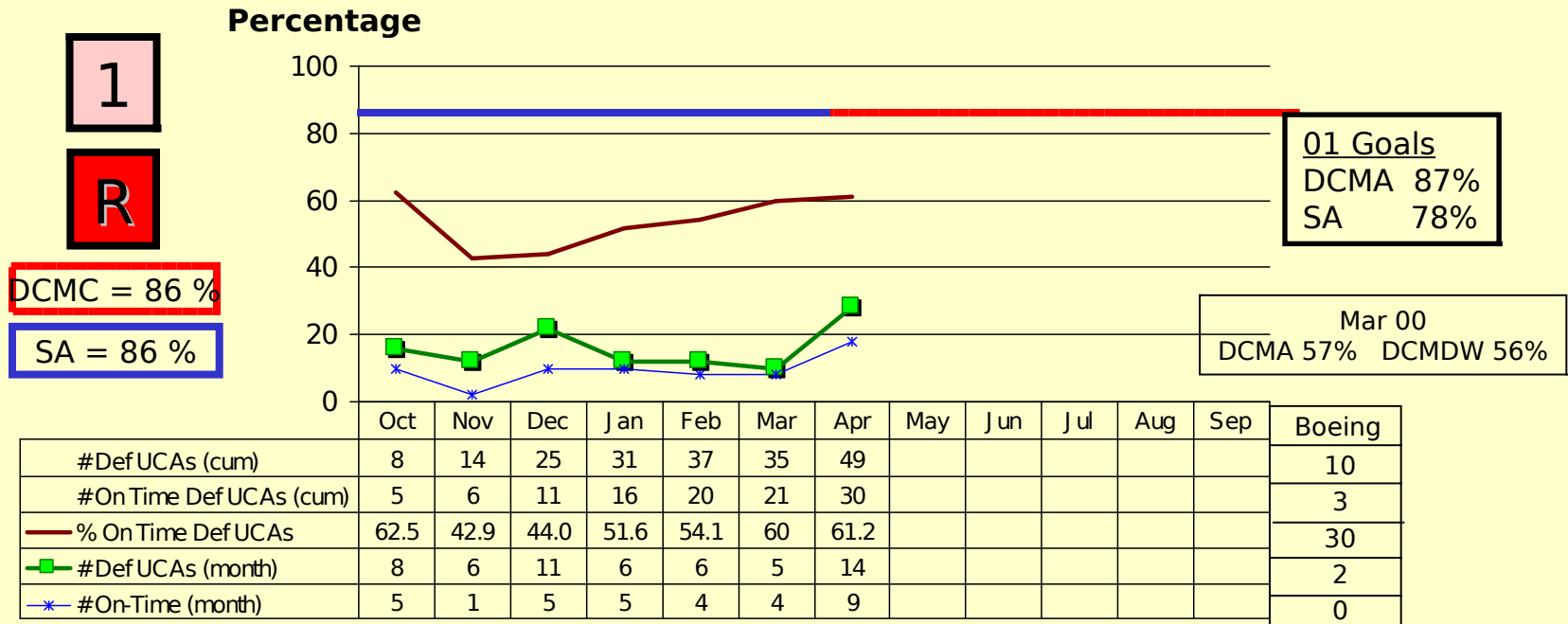
Report Source : UCAS.MDC (% of open UCAs overage) (New source per Info Memo #00-162)

Data Source : DIRAMS - Pricing and Negotiation

Assessment :

Santa Ana UCA Pricing

DCM Santa Ana On-Time Definitized UCAs



Baseline : FY99 = 69.0% (Baseline is 87 definitized on time vs. total definitized of 126)

Performance Plan 2.1.3 : Achieve an on-time definitized contract action rate of 86%....

Metric 2.2.2.1 : The percent of UCAs definitized during the period that weren't overage

Report Source : UCAS2.MDC (% of actions definitized on time; new data source per Info Memo #00-162)

Data Source : AMS - Pricing and Negotiation

Assessment :

- ◆ **Issues/Problems:**
 - ◆ **Late receipt of proposals;**
 - ◆ **Inadequate proposals;**
 - ◆ **Late receipt of reparable;**
 - ◆ **Induction periods;**
 - ◆ **Accuracy/timeliness of DIRAMS input;**
 - ◆ **Additional funding;**
 - ◆ **Ineffective use of 180 day timeframe;**
 - ◆ **Inadequate initial contract review; and**
 - ◆ **Method on-time goal is measured.**

◆ Resolutions:

- ◆ Contracts Rap Session**
- ◆ Annual MCRs by TAG;**
- ◆ Execute FPRA;**
- ◆ Proposals - elevate issues through Contractor management, discuss at Management Councils;**
- ◆ Reparables/Induction periods - HQ/Districts/NAVICP IPT working this issue;**
- ◆ DIRAMS - Frequent monitoring by team and TAG, update DIRAMS as actions occur;**
- ◆ Funding - ongoing, elevate through DCM management to Buying Command**
- ◆ 180 day timeframe - utilize DIRAMS data to build tracking spreadsheet; and**
- ◆ Perform complete initial contract review, identify all requirements on DLA Form 1533.**